



Vacancy Notification Ref No. CSL/P&A/Rectt/Contract/Head (Defence Business)/2021/8
Dated 03 June 2021

Cochin Shipyard Limited (CSL), a listed premier Mini Ratna Company of Government of India, invites **Online applications** from experienced professionals for filling up of the post of **Head (Defence Business)** for a period of three years at New Delhi.

I. Name of post, Number of Vacancies/Reservation, Educational Qualification, Experience, Job Requirements and Skills: -

Sl. No.	Name of Post	Number of Vacancies / Reservation	Educational Qualification & Experience	Job Requirements & Skills
1	Head (Defence Business) on contract basis	1 Post (UR)	<p><u>Educational Qualification:</u> <u>Essential:</u> Degree in Engineering with minimum of 60% marks from a recognized University. <u>Desirable:</u> Post Graduate Degree/ Diploma in Business Administration with Marketing Management as specialization.</p> <p><u>Experience:</u> <u>Essential:</u> Minimum of 30 years post qualification managerial experience of which minimum 25 years of service experience in Naval Establishments / Coast Guard and having reached the minimum rank of Commodore (Indian Navy), or equivalent, with: a) Working experience on board vessels or worked in Warship Overseeing Team or</p>	<p><u>Job Requirements:</u> To operate out of Delhi and to create a dedicated Defence Account within Business Development team for the purpose of handling potential Defence related business (domestic & export). Posting shall be at New Delhi to liaise with various government departments, Ministries, other stake holders such as Indian Navy, Coast Guard etc, Society of Indian Defence Manufacturers, Equipment makers, Designers, various Embassies etc.</p> <p><u>Business Development Skills:</u></p> <ul style="list-style-type: none">▪ Should possess<ul style="list-style-type: none">✓ A good understanding of market research techniques, data analysis and statistics methods.✓ Thorough knowledge of strategic planning principles and marketing best practices.▪ Should be capable of<ul style="list-style-type: none">✓ Preparing & managing marketing budget and in appropriate use of financial strategies to advice/ act on marketing plans.

			<p>various Professional Directorates. OR</p> <p>b) Proven experience in the Defence procurement system and Defence shipbuilding.</p> <p><u>Desirable:</u></p> <p>a) Prior exposure to International Defence Market.</p> <p>b) Knowledge and exposure to Defence Procurement Procedure /Defence Acquisition Procedure of Ministry of Defence, International Strategy and Defence policy, modern Defence shipbuilding costing etc.</p> <p>c) Knowledge of MS Office software.</p> <p>d) Experience of working in an ERP/ SAP / computerised environment.</p>	<ul style="list-style-type: none"> ✓ Setting up a good network with suppliers, partner organizations, large contractors and other professionals. ▪ Should be able to <ul style="list-style-type: none"> ✓ Conceive and develop efficient and intuitive marketing strategies, obtain market intelligence to evaluate marketing trends and competition ventures. ✓ Liaise with internal and external teams to ensure effective implementation of Business Development plans. <p><u>Technical skills:</u></p> <ul style="list-style-type: none"> ▪ Should possess in-depth knowledge <ul style="list-style-type: none"> ✓ In types of ships, designs, latest ship building technologies. ✓ In the current technologies, upcoming trends and expected disruptions/ innovations in the industry. ✓ In naval architecture, marine engineering, DEF Standards, rules and regulations, statutes etc. ✓ Of financial modeling, development of business plans, cost estimation, important financial criteria and a good feel of the pricing in the industry. ✓ In contract drafting, negotiation, execution, post contract & warranty. <p><u>Personal Skills:</u></p> <ul style="list-style-type: none"> ▪ Should possess <ul style="list-style-type: none"> ✓ Strong organizational and time-management abilities. ✓ Excellent communication, negotiation, co-ordination and people skills. ✓ Positive attitude for travel & developing a business network.
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II. Period of Contract and Place of Posting:-

- a) The above post is **for a period of 3 years** subject to project requirements and individual performance.
- b) The posting shall be at New Delhi.

III. Remuneration:

Monthly remuneration shall be commensurate with the experience of the selected candidate.

IV. Age:

The upper age shall be maximum 60 years as on **25 June 2021**.

V. Method of Selection:

- i) The method of selection shall be through Personal Interview to be held at Cochin Shipyard Limited, Kochi or Interview through electronic media in view of Covid-19 pandemic issues.
- ii) Depending upon the number of online applications received, CSL reserves the right to scrutinize applications and prepare shortlist of candidates based on meeting eligibility requirements ascertained through the certificates uploaded by the applicants in the online application portal and only such shortlisted candidates may be permitted to attend the selection process.

VI. Conditions:

a) Qualification

- i) The qualification for the post must be from a University/ Examination recognized by AICTE/ appropriate statutory authority in India.
- ii) Those applicants having qualifications equivalent to the prescribed qualification should submit Equivalency Certificate issued by the Competent Authority and without such certificate, their candidature shall not be considered.
- iii) The applicants are required to fill in the exact percentage of marks scored by them in the qualifying examination in the online application submitted for the post and upload proof of the marks, while submitting their online application.

b) Experience

- i) Experience acquired after the date of passing of the qualification stipulated as per item I above shall only be considered. Period of post qualification experience shall be reckoned as on **25 June 2021**.

- ii) Applicants should clearly specify the nature of work performed and duties, responsibilities handled in the respective jobs, as well as experience certificate in proof of the same shall be uploaded while submitting their online application for the post notified.
- iii) Candidates should produce all certificates in original to establish the experience claimed in their online application, failing which their candidature shall be cancelled and they shall not be considered for further selection.

c) **Application fee**

Application fee of ₹ 500/- (Non - refundable, plus bank charges extra) should be remitted using the Online payment options (Debit card/Credit card/Internet Banking) which can be accessed through our Online application facility from 09 June 2021 to 25 June 2021. No other mode of payment shall be accepted.

d) **How to apply**

- i) **Applicants should go through the User Manual and FAQ published in the link www.cochinshipyard.in (Career page) before filling the online application. The application consists of two phases –One time Registration and submission of application against the post applicable.** Applicants should not submit more than one application. Application once submitted shall be final.
- ii) Applicants meeting the notified requirements may do the **One time Registration in the SAP Online portal and submit their application.** The facility to submit their application can be accessed through our website www.cochinshipyard.in (Career page) from 09 June 2021 to 25 June 2021. **Application submitted direct or by any other mode shall not be accepted.**
- iii) Applicants should ensure that all certificates towards proof of age, educational qualification, experience etc and a recent passport size colour photograph are uploaded in the SAP online application portal, failing which their candidature shall not be considered and shall be rejected.
- iv) Application must be complete in all respects as per this Advertisement Notification. **Please note that incomplete applications /withdrawn applications / applications in draft status shall not be considered.** On successful submission of the application, the status of the application shall be shown as "**In process**". After submission of the application, the candidate shall log in to My Applications and ensure that the application status is "**In process**" to ensure the process is complete. No refund of fees shall be considered after successful submission of application or withdrawal of application.

- v) **Applicants need not send the online application print out/ certificates/ application fee in the form of DD/Challan/Cheque by post to Cochin Shipyard Ltd.**
- vi) For applying through the SAP online application facility, the website shall remain functional **from 09 June 2021 to 25 June 2021**. The last date for submission of applications through online is **25 June 2021**.

e) **General**

- i) **Applicants are advised to make sure that they are meeting the eligibility requirements as per the vacancy notification for the post before submitting the applications.**
- ii) CSL reserves the right to call for any additional documentary evidence from candidates in support of educational qualification / experience / other notified eligibility requirements as indicated in their online application, and information/ replies to such queries should be only through the e-mail career@cochinshipyard.in. However, CSL shall not be responsible for any delay/non-receipt of such e-mails within the stipulated date and time. Replies to any such queries received after the stipulated date and time shall not be considered, and no further correspondence shall be entertained in this regard.
- iii) **The candidature of the applicants short-listed shall be purely provisional, subject to verification of original certificates in proof of age, qualification, experience etc at the time of joining. In case, the candidates are found not meeting the eligibility requirements or fail to produce certificates in original, the candidate shall not be considered for selection and candidature will be cancelled/rejected without further notice.**
- iv) **Call letters shall not be sent to short-listed candidates by post.** They shall be informed to download call letter by e-mail/through CSL website www.cochinshipyard.in. Schedule of the selection shall be intimated to the shortlisted applicants through E-mail/CSL website (Career page).
- v) The candidates short-listed for appointment should undergo a medical examination in the hospitals as prescribed by CSL. The reports of such medical examination shall be examined by Medical Officer of CSL and the appointment of the candidate shall be subject to verification of Medical fitness by the Medical Officer of CSL.
- vi) CSL shall not bear any liability on account of salary/leave salary/gratuity/pension contribution etc, if any related to previous employment of any candidate already working in Government/Public Sector Undertakings.
- vii) Rank lists shall be maintained for the post and shall be operated only in the event of occurrence of a vacancy caused by non-joining of a candidate from the rank list within the date of joining as stipulated in the offer of appointment issued to the candidate, OR, where a candidate joins the post and in the event of separation of a

person on account of death or resignation from the post during the period of one year from the date of joining. The validity period of the rank list shall be upto one year from date of publication of results, unless a fresh notification for the same post is issued. Vacancy which arose as stated above shall not be treated as a fresh vacancy and the actual number of post filled up against this notification shall under no circumstances exceed the number of vacancies indicated in this notification.

- viii) Notwithstanding the above or any other conditions, CSL reserves the right not to fill up the vacancies notified. Further, the filling up of the notified vacancies shall be subject to the suitability of candidates in the rank list, availability of projects and job requirements. CSL reserves the right to restrict/ alter/cancel/modify the recruitment process, if need so arises without notice or assigning any reason thereof.
- ix) CSL reserves the right not to fill up the vacancy notified.
- x) If at any stage it is found that any information furnished is false/ incorrect or the candidate does not satisfy the eligibility criteria, the candidature/appointment is liable to be cancelled/ rejected.
- xi) All documents related to this selection shall be preserved for a period of two years from the date of publication of results.
- xii) Any legal proceedings in respect of any claim or dispute arising out of this advertisement and/or an application in response thereto and selection process thereafter can be instituted only in the Courts/Tribunals/Forums at Ernakulam and such Courts/ Authorities shall have sole and exclusive jurisdiction.
- xiii) Any amendment, modification or addition to this advertisement shall be given in the CSL website only.
- xiv) Submission of application shall be considered as unconditional acceptance of all terms and conditions of this vacancy notification by the applicant.
- xv) For any queries please contact us via e-mail career@cochinshipyard.in.

VII. Important Dates:

Commencement of Online Application	: 09 June 2021
Last Date of Online Application	: 25 June 2021

**“CANVASSING IN ANY FORM WILL BE A DISQUALIFICATION”
“ONLY INDIAN NATIONALS NEED APPLY”**

Sd/-
GENERAL MANAGER (HR)